



SALES \$UCCESS PROFILE®

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The National Sales Aptitude Test™

***Your Secret Weapon
to Increasing Your
Sales!***



IMPORTANT NOTICE: The Sales Success Profile® has been designed to provide valuable information about your sales skills and abilities. It helps pinpoint your strengths and weaknesses. This Profile identifies areas such as your ability to overcome objections and your ability to close (a total of 13 skill areas of the sales process). The results of this Sales Success Profile can be used by your team leaders and/or employer to help improve your ability to sell by providing additional training in the areas where you need help. By completing this Profile you expressly agree that your answers may be evaluated and that the results of this evaluation may be released to the company or agency that requested you to complete this profile.

In consideration of being permitted to take, participate, or be administered the Sales Success Profile, I hereby release Lousig-Nont & Associates, Phase II, Inc., their agents, distributors, officers, employees, representatives, related or affiliated companies, and successors, and the company requesting me to complete this profile from all liability and any actions or causes of action of every kind, nature, and description arising out of, or incidental to, my taking, participating, or being administered the Sales Success Profile. By taking the test below, you indicate that you have read, understand, and agree to the conditions set forth above.

The Sales Success Profile® measures selling skills, not personality. It is easy to modify personality traits, however difficult it is to change personalities. Selling skills are trainable, however, it is important to know what level of skills you already have and what areas you need to enhance or learn to become more effective in your sales position.

The Sales Success Profile® is a 50 question multiple choice sales skills test that measures 13 critical skills. Not personality. You will be compared to over 300,000 other salespeople. Simply complete the questionnaire with 50 questions. When you complete the test and click on submit, your answers will be forwarded to our test center. You will receive an instant email confirming the receipt of your test answers and instructions of the next step.

Sales Background Information

Please complete the following to provide some background information on your past sales experience. This will help us better understand what has led to your strengths and weaknesses, so we can provide a more complete assessment of your sales skills.

A. How many years of sales experience do you have?

B. How many years of sales management experience do you have?

C. In previous sales jobs, how were you paid? (choose all that apply)

☐ Salary Only

Sales Success Profile Test Answers

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Sales Success Profile Test Answers:

Sales Success Profile Test Answers: Bestsellers in 2023 The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous compelling novels captivating the hearts of readers worldwide. Lets delve into the realm of top-selling books, exploring the captivating narratives that have enthralled audiences this year.

The Must-Read : Colleen Hoover's "It Ends with Us" This touching tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover skillfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can succeed.

Uncover the Best : Taylor Jenkins Reid's "The Seven Husbands of Evelyn Hugo" This spellbinding historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reid's captivating storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery.

Discover the Magic : Delia Owens' "Where the Crawdads Sing" This captivating coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens weaves a tale of resilience, survival, and the transformative power of nature, entrancing readers with its evocative prose and mesmerizing setting.

These popular novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of compelling stories waiting to be discovered.

The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts.

The Secret History is a brilliant and suspenseful novel that will keep you guessing until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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